

Development Capital Networks LLC

GS-10F-0373R

Development – We specialize in strategies that build regional innovation economies.

Capital - We know that innovation thrives in communities rich in capital, people and knowledge.

Networks - We network investors, innovators and developers in 50 U.S. states and many nations.

DCN builds networks of capital, people and knowledge.

For over 15 years, our team has provided specialized products, management and training to development associations and entrepreneurial networks relevant to our expertise:

- Regional Economic Development
- Technology Transfer
- Development Finance
- Entrepreneurship
- Venture Capital
- Capital Formation

Our services enhance our partners' efforts to:

- Commercialize new technologies
- Attract capital for business development
- Invest capital in entrepreneurial ventures
- Build communities with development finance and advanced business skills

Development Capital Networks, LLC, 301 NW 63rd Street, Ste. 500, Oklahoma City, OK 73116 7921

Contract Number: GS-10F-0373R

Contract Period: June 27, 2010 through June 26, 2015

Items/Services awarded as listed on the attached Federal Supply Schedule Price List.

Discounts: The Government receives a discount of 3 to 10% from the firm's commercial non-catalog prices effective June 2005. The Government prices, terms and conditions are equal to the firm's most favored customer, which is (i) National Association of Seed and Venture Funds (NASVF), (ii) Council of Development Finance Agencies (CDFA), (iii) Latin American Venture Capital Association (LAVCA), and (iv) the World's Best Technologies project. The MFC(s) receives a discount of 3 to 10% from the firm's commercial non-catalog prices effective June 2005. The MFC(s) does not receive volume discounts or prompt payment discounts. The awarded prices include the required .75% Industrial Funding Fee.

Special Item Number(s) (SIN) Awarded: 874-1 Consulting Services; 874-2 Facilitation Services; 874-7 Program Integration and Project Management Services.

Maximum Order: \$1,000,000.00

Minimum Order: \$300.00

Prompt Payment Discount: 0.5%/5, Net/30 days

Geographic Coverage: FOB Destination, Domestic and Overseas delivery, with the exact time to be specified on individual Delivery/Task Orders.

The offeror's final proposal revision letter dated June 17, 2005 is hereby incorporated and made part of this contract.

Licensing fees, if any, are to be negotiated between the contractor and the individual customer agencies.

Clause I-FSS-969 Economic Price Adjustment-FSS Multiple Award Schedule (JAN 2002), item (b) (1) Adjustments based on escalation rates negotiated prior to contract award, is applicable to the base period of this contract. The negotiated annual escalation is 3.5%. Price adjustment for all option years will be in accordance with Clause I-FSS-969 Economic Price Adjustment-FSS Multiple Award Schedule (JAN 2002), item (b) (2) Adjustments based on an agreed upon market indicator prior to award. The applicable market indicator is US DOL, Bureau of Labor Statistics, Consumer Price Index-All Urban Consumers (CPI-U), US City Average, All Items, base month of May.

The offeror possesses an adequate and auditable labor hour recording and invoicing system capable of fully supporting labor hour invoices; therefore, the firm is approved to accept both Labor-Hour and Firm-Fixed-Price Delivery/Task Orders from authorized agencies under this contract.

Please Note: Pursuant to Clause 552.238-74, the Contractor must report the quarterly dollar value of sales under the contract by calendar quarter on electronic GSA Form 72A, Contractor's Report of Sales, to the FSS Vendor Support Center (VSC) Website at Internet, <http://VSC.gsa.gov>. If no sales occur, the contractor must show zero on the report.

READ CONTRACT CAREFULLY: This award covers indefinite quantities of products and/or services. No performance or delivery is required until order(s) are received. This contract shall only be used for the services listed (see Scope of Work). Inappropriate use of the contract for other than Management, Organizational and Business Improvement Services (MOBIS) may subject the contractor/customer agency to penalties provided by statute or regulation.

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Attachment to Modification PO-002

GSA PRICE LIST		Year 6 06/27/10- 06/26/11
874-1/1RC	Consulting Services	
	Executive Consultant	\$225.94
	Senior Consultant	179.14
	Consultant	149.43
	Team Leader	113.60
	Project Manager	89.14
	Administrative Assistant III	72.53
	Administrative Assistant II	47.84
	Administrative Assistant I	34.05
	Financial Auditor	66.85
874-2/2RC	Facilitation Services	
	Executive Facilitator	\$225.94
	Senior Facilitator	179.14
	Facilitator	149.43
	Team Leader	113.60
	Project Manager	89.14
	Administrative Assistant III	72.53
	Administrative Assistant II	47.84
	Administrative Assistant I	34.05
	Financial Auditor	66.85
874-7/7RC	Program Integration and Project Management Services	
	Program Executive	\$225.94
	Enterprise Manager	179.14
	Team Leader	113.60
	Project Manager	89.14
	Administrative Assistant III	72.53
	Administrative Assistant II	47.84
	Administrative Assistant I	34.05
	Financial Auditor	66.85
	Webmaster	60.30

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Description of Labor Categories

Note: High School plus Six (6) yrs of relevant general experience is considered equivalent to a Bachelor's Degree; BS/BA plus Four (4) yrs of relevant general experience is equivalent to a Master's Degree.

Executive Consultant, Senior Consultant, Consultant

GENERAL SUMMARY: Performs and supervises the performance of a multiple discreet projects, which may be organized by technology, program, project or client. Oversees the development of consulting projects and their execution. Supervises support staff and manages allocated resources.

PRINCIPAL DUTIES AND RESPONSIBILITIES:

Responsible for the effective management of funds and personnel, and is accountable for the quality and timely delivery of all contractual items. Operates within client guidance, contractual limitations, and Company business and policy directives. Serves as focal point of contact with client regarding project activities. Ensures that all required resources including manpower, standards, and facilities are available for project implementation. May simultaneously manage multiple discreet projects and their components including project identification, design, development and delivery. Confers with client and program manager to provide technical advice and to assist with problem resolution. May perform other duties as assigned.

JOB SPECIFICATIONS

- Executive Consultant -- Master's Degree or equivalent and 10 yrs of general experience
- Senior Consultant -- Bachelor's Degree or equivalent and 10 yrs of general experience
- Consultant -- Bachelor's Degree or equivalent and 8 yrs of general experience

Executive Facilitator, Senior Facilitator, Facilitator

GENERAL SUMMARY: Performs and supervises the performance of a multiple discreet projects, which may be organized by technology, program, project or client. Oversees the development of facilitation projects and their execution. Supervises support staff and manages allocated resources.

PRINCIPAL DUTIES AND RESPONSIBILITIES:

Responsible for the effective management of funds and personnel, and is accountable for the quality and timely delivery of all contractual items. Operates within client guidance, contractual limitations, and Company business and policy directives. Serves as focal point of contact with client regarding project activities. Ensures that all required resources including manpower, standards, and facilities are available for project implementation. May simultaneously manage multiple discreet projects and their components including project identification, design, development and delivery. Confers with client and program manager to provide technical advice and to assist with problem resolution. May perform other duties as assigned.

JOB SPECIFICATIONS

- Executive Facilitator -- Master's Degree or equivalent and 10 yrs of general
- Senior Facilitator -- Bachelor's Degree or equivalent and 10 yrs of general experience
- Facilitator -- Bachelor's Degree or equivalent and 8 yrs of general experience

Program Executive, Enterprise Manager, Team Leader, Project Manager

GENERAL SUMMARY: Leads, supervises, and/or coordinates the performance of a variety of related projects, or unrelated discreet projects, which may be organized by technology, program, project or client. Oversees the development of programs and projects and their execution. Supervises support staff and manages allocated resources.

PRINCIPAL DUTIES AND RESPONSIBILITIES:

Responsible for the effective management of funds and personnel, and is accountable for the quality and timely delivery of all contractual items. Operates within client guidance, contractual limitations, and Company business and policy directives. Serves as focal point of contact with client regarding program and project activities. Ensures that all required resources including manpower, standards, and facilities are available for program and project implementation. May simultaneously manage multiple related projects or unrelated discreet projects and their components including project identification, design, development and delivery. Confers with client and staff to provide technical advice and to assist with problem resolution. May perform other duties as assigned.

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JOB SPECIFICATIONS

- Program Executive -- Master's Degree or equivalent and 10 yrs of general experience
- Enterprise Manager -- Master's Degree or equivalent and 5 yrs of general experience
- Project Manager -- Bachelor's Degree or equivalent and 10 yrs of general experience
- Team Leader -- Bachelor's Degree or equivalent and 8 yrs of general experience

Administrative Assistant III, Administrative Assistant II, Administrative Assistant I

GENERAL SUMMARY: Performs and directs the performance of multiple discreet tasks in support of other members of the Company. Reports to Company supervisors, coordinates with support staff, and manages allocated resources.

PRINCIPAL DUTIES AND RESPONSIBILITIES:

Responsible for the production of administrative, clerical, and logistical items and tasks for clients and staff, and maintaining Company information and communication systems. Is accountable for the quality and timely delivery of assigned tasks. Operates within Company business and policy directives and staff supervision. May serve as a point of contact with client regarding items and tasks. May simultaneously manage multiple discreet tasks and their components. Interfaces with client and confers with staff to provide technical advice and to assist with problem resolution. May perform other duties as assigned.

JOB SPECIFICATIONS

- Administrative Assistant III -- Bachelor's Degree or equivalent and 8 yrs of general experience
- Administrative Assistant II -- High School Degree or equivalent and 6 yrs of general experience
- Administrative Assistant I -- High School Degree and 3 yrs of general experience

Financial Auditor

GENERAL SUMMARY: Performs and directs the performance of multiple discreet financial accounting, reporting, and internal auditing projects. Supervises support staff, coordinates with all staff, interfaces with client staff.

PRINCIPAL DUTIES AND RESPONSIBILITIES:

Responsible for bookkeeping and accounting, production of financial reports, financial compliance with contracts, and internal auditing of all accounts and records. Works with client under the supervision of the Company program or project manager. Responsible for the effective management of funds and personnel, and is accountable for the quality and timely delivery of all contractual items. Operates within client guidance, contractual limitations, and Company business and policy directives. May serve as a point of contact with client regarding project activities. May simultaneously manage multiple discreet projects and their components. Confers with client and staff to provide technical advice and to assist with problem resolution. May perform other duties as assigned.

JOB SPECIFICATIONS

Financial Auditor -- Bachelor's Degree and CPA

Webmaster

GENERAL SUMMARY: Performs and directs the performance of multiple discreet web-based production projects. Reports to senior staff, coordinates with support staff, and manages allocated resources.

PRINCIPAL DUTIES AND RESPONSIBILITIES:

Responsible for the production and maintenance of web sites for clients, including the creation of visually attractive and functional online documents and databases. Works with client under the supervision of a Company supervisor. Is accountable for the quality and timely delivery of all contractual items. Operates within client guidance, contractual limitations, and Company business and policy directives. May serve as a point of contact with client regarding project activities. May simultaneously manage multiple discreet projects and their components including project identification, design, development and delivery. Confers with client and program manager to provide technical advice and to assist with problem resolution. May perform other duties as assigned.

JOB SPECIFICATIONS

- Webmaster -- Bachelor's Degree or Four (4) years general experience